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Donaldson invests in second filter plant in Mexico

Donaldson Co Inc is planning to build a second filter manufacturing facility in Aguascalientes, Mexico.

The new 140 000 sq ft Donaldson facility will manufacture air filters for the Americas market.

When the new air filter plant is completed, the existing Donaldson plant in Aguascalientes, which currently manufactures both air and liquid filters, will specialise in liquid filters.

"The ongoing economic recovery, plus our market share gains, has driven our replacement filter sales to record levels over the past year. Based on our Strategic Growth Plan, this new plant will allow us to expand both our air and liquid filter manufacturing capacity to meet our projected OEM and Aftermarket Customer demand throughout the Americas," said Joe Lehman, vice president of global operations at Donaldson.

For further information, visit www.donaldson.com

Johnsen Oil expands in Asia through Sojitz co-operation

Johnsen Oil has entered into a co-operation agreement with Japanese trading conglomerate Sojitz Corp, which will mean the wider availability of the Danish company's liquid filtration systems in Asia and the maritime industries.

Under the co-operation agreement, Sojitz Corp's maritime business Sojitz Marine will introduce Johnsen Oil's filtration systems to its network of partner companies, which include engine manufacturers such as MAN Diesel & Turbo, Wärtsila, Rolls Royce, Caterpillar, Daihatsu, Yanmar, GE Jenbacher and MTU, and their respective licencees in the Asia region. These include major shipbuilding and heavy manufacturing corporations like Mitsubishi Heavy Industries, Kawasaki Heavy Industries, Doosan Heavy Industries, Hyundai Heavy Industries and Samsung Heavy Industries.

While the maritime sector is a key focus of the new partnership, Sojitz will promote

Johnsen Oil's filtration solutions across a number of industrial sectors in Asia. "Johnsen Oil's superior filtration products are useful within many different industries and we see a great future together," said a Sojitz spokesperson.

The agreement with Sojitz comes just weeks after Johnsen Oil announced a supply contract with Russia's Industrial Machinery Group that could be worth €40 million per year to the Danish oil filtration company (see *Filtration Industry Analyst*, February 2011).

For further information, visit www.johnsenoil.com and www.sojitz.com/en

Woongjin Chemical opens filter office in Singapore

Woongjin Chemical has officially opened an office in Singapore to grow its filter business in Southeast Asia.

"The Singaporean office will be a major stronghold for export, acting as a bridgehead in the Southeast Asian filter market that has potential for explosive growth," said Woongjin Chemical CEO Chankoo Park.

The company is aiming for filter product sales of K₩n5.2 billion this year and K₩n10.2 billion in 2013.

Woongjin Chemical says that it accounts for more than 60% of the Korean reverse osmosis filter market.

For further information, visit www.wjchemical.com

Flanders closes new revolving credit agreement

Air filtration products manufacturer Flanders Corp has entered into a new revolving credit agreement with PNC Bank, National Association.

The US\$45 million secured, asset-based credit facility matures in February 2014 and refinances the company's existing US\$36 million revolving credit agreement which would have matured in October 2011. The company intends to use amounts borrowed under the credit agreement for ongoing working

capital needs and general corporate purposes. Borrowings under the facility are secured by substantially all of the assets of the company. The credit agreement contains certain financial covenants, calculated on a consolidated basis for the company and its subsidiaries, which, among other things, impose a minimum fixed charge coverage ratio.

Harry Smith, Flanders CEO and chairman of the board, said: "We are very pleased to have entered into this credit agreement with PNC. This new larger facility not only provides for lower financing costs for the company but provides additional flexibility enhancing our ability to execute our strategic plans."

For further information, visit www.flanderscorp.com

Ahlstrom unveils new logo

Filter media manufacturer Ahlstrom has launched a new logo and brand identity.

The new Ahlstrom logo uses new colours and other visual elements, with the brand promise, stay ahead.

Ahlstrom says that the new brand identity is the visual expression of the company's new business strategy.

"Following the acquisitions made during the last few years and the recent strategy review, we have worked hard to create 'One Ahlstrom', to ensure that this is a company with strong values and consistent culture and a shared passion for doing things better," said Jan Lång, Ahlstrom president and CEO. "To crystallize this we also needed to change the way we identify and present ourselves."

The new brand identity follows extensive research among employees and external stakeholders across all the different markets and countries in which the company operates.

For further information, visit www.ahlstrom.com

Parker refinances US\$1.5bn credit facility to fund growth initiatives

Parker Hannifin Corp has successfully refinanced its syndicated

credit facility at US\$1.5 billion over the next five years.

The credit facility involves 21 lenders around the world, led by KeyBank National Association.

"We believe that Parker is the first Single A diversified industrial company to secure favourable credit for a five year term during the present economic recovery period," said Jon Marten, Parker executive vice president – finance and administration and chief financial officer. "Although we refinanced ahead of the expiration of the prior facility, we chose to take advantage of the continuing recovery in the credit markets to secure Parker's aggregate capital structure in full support of future growth initiatives."

Parker says that the back-up credit gives the company the flexibility to finance acquisitions, invest in global expansion, and drive organic growth through the funding of research and development initiatives. "Refinancing our credit facility at this level and length of term reflects the depth and strength of our global network of lenders and their confidence in our prospects for continued growth and financial performance," said Marten.

For further information, visit www.parker.com

Johns Manville adds microfibre capacity

Johns Manville is bringing previously shutdown microfibre capacity back online this April in order to better serve market demand.

The extra capacity at the company's Waterville, Ohio facility will increase the supply of some products by up to 35%. Additional capacity is available that will be activated in a second phase as demand dictates.

"This is the right time to make investments in additional capacity and fulfill the needs of the market and our customers," said Bob Wamboldt, vice president and general manager of Engineered Products North America at Johns Manville.

The main markets for microfibre are high efficiency air filtration and absorptive glass mat battery separators.

For further information, visit www.jm.com

In Brief

- **Diemme Filtration** has opened a new branch office in Blumenau, Brazil. Diemme Filtration Brasil will serve the Brazilian market and support Central and South American activities. www.diemme-spa.com
- **Koch Membrane Systems Inc (KMS)** has launched the newly redesigned KMS ASSIST Service and Maintenance Program to help users get long-term performance and efficiency from their membrane systems through regular site visits, plant personnel training and dedicated support from KMS. The cornerstone of the KMS ASSIST Service and Maintenance Program is Five Star Support, which includes site visits, remote data acquisition and monitoring, performance enhancing reports, training and telephone support. www.kochmembrane.com/pdf/KMS_ASSIST/KMS%20Assist%202-7-11.pdf
- **WesTech Engineering Inc** has expanded its partnership with Sweden's Nordic Water Products AB to bring the ZICKERT clarification system to the North American market. The ZICKERT clarification system has more than 3000 installations worldwide. www.westech-inc.com and www.nordicwater.com
- **Culligan International Co** has unveiled plans to sell more than 100 of its company owned dealerships in the United States and Canada. www.culligan.com
- **United Envirotech Ltd** has increased its investment in the paid-up capital of two of its Chinese wholly-owned subsidiaries Novo Envirotech (Guangzhou) Co Ltd and United Envirotech Water (Liaoyang) Co by US\$3 million and S\$4.5 million respectively for investment purposes. The total paid up capital of Novo Envirotech (Guangzhou) is now US\$6.2million while United Envirotech Water (Liaoyang)'s share capital is S\$11.65 million. www.unitedenvirotech.com
- **Aquaporin A/S** is participating in an Innovation Consortium funded by the Danish Agency for Science Technology and Innovation looking at natural ingredients and green energy with sustainable purification technologies. <http://aquaporin.dk>